

**INTER-OFFICE MEMO**  
FORBOTH TOBACCO PRODUCTS

TO: R. L. Fiori  
J. A. Geeting  
M. L. Nutting  
D. E. Owens  
J. M. Piscitelli  
R. N. Young

FROM: J. S. Farmer

SUBJECT: *New Private Label Procedures*

DATE: 10/5/95

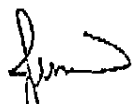
Gentlemen:

Effective immediately, unless an account has been identified as one of the top five (5) Private Label targeted accounts, we should not deviate from our standard program. As part of our standard program, you may offer up to \$.20 per carton on anticipated one year's volume. This may be paid either in an up-front bonus or at the end of the first year on actual Private Label sales. You are no longer authorized to offer a bonus in out-going years based on projected or actual volume. Any deviation from this must be discussed with your AVP, who in turn will make a recommendation to the Savings Business Unit.

This new procedure not only includes future presentations, but any ones you may be negotiating at this time.

Please give me a call if you have any questions.

Sincerely,



J. S. Farmer

JSF/cwh

cc: J. V. Maguire  
G. C. Pennell  
J. W. Best  
P. J. Cundari  
R. M. Sanders  
D. L. Wilmesher

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